



# ERVIN'S Energetic Entrepreneurs

SALES DIRECTOR STACY ERVIN



**Monthly T.E.A.M. Goals**  
**\$30,000 wholesale**  
**30 New Unit Members**  
**Together Everyone Achieves More!**



## Seminar 2014 Goals

- .\$650,000 Unit Club**
- .5 Offspring Directors**
- .100 Stars (25 per Quarter)**
- .5 Consultants in Sharing & Sales Courts**

## Check out our May Winners!

Congrats to these consultants who earned their Yellow Business Card Case for placing a \$250+ whsl order in May!



Felecia Haley, Angelique Leiba, Julie Valdez, Gloria Perry, Melissa Brown, Tonya Robbins, D. Robinson-Lovett & Cathy McShane



Check out who earned this beautiful Teal Checkbook Cover by ordering \$450+ whls in May: **Billie Jo Kitts**

## May Queens

### *Queen of Wholesale*

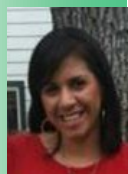
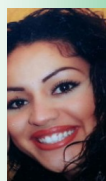


*Heidi Lockwood*  
**\$1,802.75**

### *Queen of Sharing*

*Teresa Suttles & Julie Valdez*

*1 new team member each*



### *Queen of Retail Sales*

*Position Open*

Based on Weekly Accomplishment Sheets turned in to Stacy



Look who earned the Crystal MK Necklace for placing a \$650+ whls order in May:  
**Oralia Torres & Velicia Guillory**



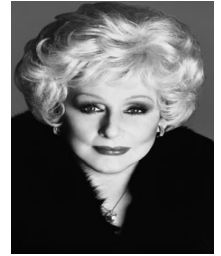
Congrats Heidi Lockwood! She ordered \$1500+ whsl to earn her True Blue Tote!

### Each one reach one !



Check out who earned their Open Heart Earrings! These consultants shared: Teresa Suttles & Janie Valdez! These consultants dared: Myrtis Clemons, Letisha A. Jackson, Heidi Lockwood, Dennise Rodriguez, Elizabeth Valdez-Eva, Jasmine R. White

# Welcome New Business Owners



New Consultant	From	Sponsored by
Myrtis Clemons	SAN ANTONIO, TX	Stacy Ervin
Letisha A. Jackson	CONVERSE, TX	Stacy Ervin
Heidi Lockwood	SAN ANTONIO, TX	Stacy Ervin
Dennise Rodriguez	SAN ANTONIO, TX	Stacy Ervin
Elizabeth Valdez-Evans	SAN ANTONIO, TX	Julie Valdez
Jasmine R. White	SAN ANTONIO, TX	Teresa Suttles

## JOIN ME AS WE RACE TO THE FINISH LINE!

We are in the final days of this Seminar year, and we are so close to the reaching our goals! I know if we all stretch a little, we can reach them all. Not only will your efforts help our unit to achieve, you too can reach your goals! Let's keep working until June 30th to make this our best year ever! Together we achieve more!

Who will be our Queen of Sharing & Queen of Sales?  
Join us at Seminar for special Area & Unit Events to find out!



## May Production

Thanks to the following consultants for working their business and placing an active order!

Heidi Lockwood	\$1,802.75	Letha Duff	\$235.00
Oralia Torres	\$740.50	Kimberly A. Erney	\$234.00
Velicia Guillory	\$682.50	Nancy D. Trivino	\$229.50
Billie Jo Kitts	\$528.25	Sabina Mata	\$229.00
Felecia S. Haley	\$423.00	Rimiko A. Abbott	\$228.50
Angelique I. Leiba	\$375.00	Doris J. Mccollum	\$228.00
Julie L. Valdez	\$372.00	Ariel Prince	\$227.00
Gloria A. Perry	\$350.50	Sandra A. Cervantes	\$226.50
Melissa G. Brown	\$335.50	Laverne S. Haggray	\$225.00
Tonya L. Robbins	\$313.00	Stacy O. Ervin	\$871.75
D. Robinson-Lovett	\$252.00		
Cathy B. McShane	\$250.00		
Tina D. Robinson	\$249.00		
Lorella B. Stewart	\$247.00		

Share your love for our products and watch your business grow!



# **JUNE IS ALL ABOUT TEAMWORK TO THE TOP!**

We're working to be in the **TOP 10%** of the company....

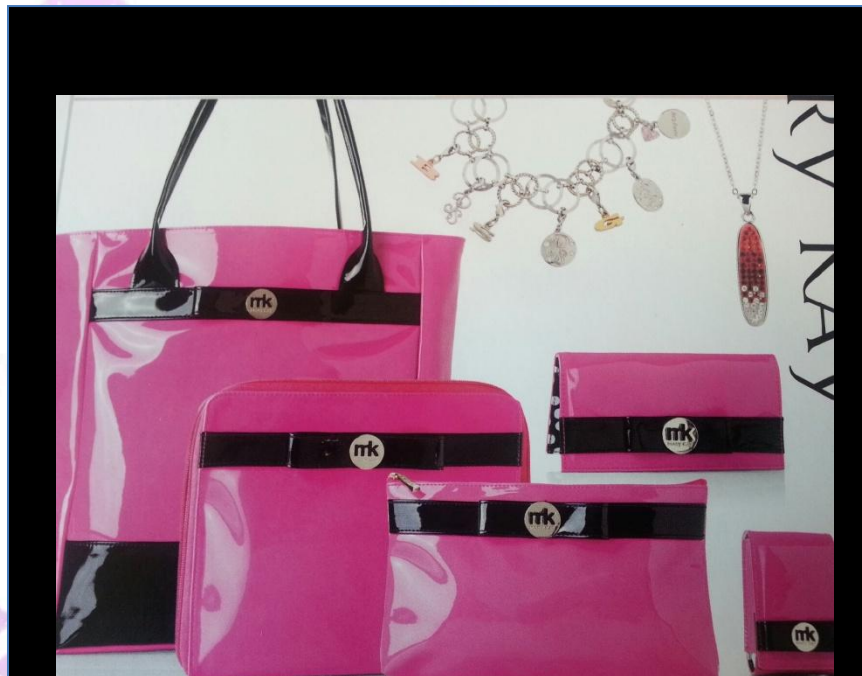
## **The \$300,000 Unit Club!!**

When we have \$35,000 wholesale production in June,  
we will reach our goal!

*That means every order placed in June counts!*

*Every new consultant agreement in June helps!*

**Take a look at these fun prizes that you can earn  
just for placing an order\* anytime June 1-28!**



**\*\$250 wholesale order = checkbook cover**

**\* \$450 wholesale order = business card case and checkbook cover**

**\* \$650 wholesale order = money bag, checkbook and business card case**

**\* \$1,000 wholesale order = set of 4!**

**The big tote bag will be awarded to every consultant who  
holds a Power Start -30 faces in June!!!**

# Fourth-Quarter On-Target Stars!

March 16 to June 15, 2014



Consultant Name	Current Wholesale Production	—Wholesale Production Needed for Star—				
		Sapphire	Ruby	Diamond	Emerald	Pearl
STACY ERVIN	\$1,902.25	STAR	\$497.75	\$1,097.75	\$1,697.75	\$2,897.75
HEIDI LOCKWOOD	\$1,802.75	STAR	\$597.25	\$1,197.25	\$1,797.25	\$2,997.25
BILLIE JO KITTS	\$1,312.75	\$487.25	\$1,087.25	\$1,687.25	\$2,287.25	\$3,487.25
ORALIA TORRES	\$1,147.25	\$652.75	\$1,252.75	\$1,852.75	\$2,452.75	\$3,652.75
GLORIA SNAPP	\$1,070.50	\$729.50	\$1,329.50	\$1,929.50	\$2,529.50	\$3,729.50
AMBER CADENHEAD	\$716.50	\$1,083.50	\$1,683.50	\$2,283.50	\$2,883.50	\$4,083.50
RIMIKO ABBOTT	\$701.50	\$1,098.50	\$1,698.50	\$2,298.50	\$2,898.50	\$4,098.50
VELICIA GUILLORY	\$682.50	\$1,117.50	\$1,717.50	\$2,317.50	\$2,917.50	\$4,117.50
TINA ROBINSON	\$592.50	\$1,207.50	\$1,807.50	\$2,407.50	\$3,007.50	\$4,207.50
GLORIA PERRY	\$558.50	\$1,241.50	\$1,841.50	\$2,441.50	\$3,041.50	\$4,241.50
CASSANDRA CLAY	\$545.50	\$1,254.50	\$1,854.50	\$2,454.50	\$3,054.50	\$4,254.50
BRENDA QUINNEY	\$451.25	\$1,348.75	\$1,948.75	\$2,548.75	\$3,148.75	\$4,348.75
FELECIA HALEY	\$450.00	\$1,350.00	\$1,950.00	\$2,550.00	\$3,150.00	\$4,350.00
VENUS MARSHALL	\$441.50	\$1,358.50	\$1,958.50	\$2,558.50	\$3,158.50	\$4,358.50
JULIE VALDEZ	\$431.00	\$1,369.00	\$1,969.00	\$2,569.00	\$3,169.00	\$4,369.00
MARICELA CERDA	\$419.00	\$1,381.00	\$1,981.00	\$2,581.00	\$3,181.00	\$4,381.00
LUCRETIA MILES-HENDERSON	\$419.00	\$1,381.00	\$1,981.00	\$2,581.00	\$3,181.00	\$4,381.00
TERRIE WILLIAMS	\$408.00	\$1,392.00	\$1,992.00	\$2,592.00	\$3,192.00	\$4,392.00
DENISE ROBINSON-LOVETT	\$405.00	\$1,395.00	\$1,995.00	\$2,595.00	\$3,195.00	\$4,395.00

# Go For Your Dreams!

**4th STAR Quarter Ends June 15th!**

**Reach for the STARS and EARN PRIZES and MORE!**

**As a STAR you'll:**

- ★ Receive the STAR Ladder jewelry!
- ★ Be included in the Mary Kay Consultant Locator database!
- ★ Receive special recognition at local and national Mary Kay Events!
- ★ Earn your STAR prize from MK! Give yourself a special gift or give it to a special person in your life.





discover what you

# LOVE™

## Seminar2014

### Pearl Seminar ~ July 27-30, 2014 Dallas, TX

Register by June 16th for the \$195 rate.

Don't delay. Register today.

Register for \$225 from June 15 to July 1.

Onsite registration is \$250, space permitting.



Ethel Willardcrews



Sheila Smith



Jessica Ervin



Gloria Snapp



Felecia Haley



Stacy Ervin



## NEW! TRUE DIMENSIONS® LIPSTICK SHADES

MOISTURE + AGE-DEFYING INGREDIENTS

Intensely moisturizing. Exquisitely smoothing. It's like a color-infused fountain of youth for your lips.



•Instantly drenches lips in moisture and locks it in for endless comfort.

•Infused with advanced skin care ingredients, the formula smooths the appearance of fine lines and helps lips look fuller.

•Just a push of the clear, click-button top releases pure, radiant color from its ultrastylish case.

### Lips feel moisturized all day!

That's what three out of four women experienced\* after trying Mary Kay® True Dimensions™ Lipstick. Imagine how invitingly kissable your lips can be with results like these:

92%	said it feels soothing, moisturizing and comforting on
85%	agreed it replenishes and conditions lips, leaving them
87%	said lips look smoother and feel supple.
76%	said lips appear younger, voluptuous and line-free.

### What Women Are Saying

- "It makes my lips feel soft and moisturized all day. Color and moisture – the best of both worlds!" Queen B., Atlanta, GA
- "My lips look and feel softer after each and every use!" Laticia C., Redwood City, CA
- "I really like this lipstick. The color stayed on for hours. I would definitely purchase this." Beth Z., Coral Springs, FL

### Application Tips & Tricks

- To help your lipstick last longer, use Mary Kay® Lip Liner and pencil all over lips. Then apply lipstick over it.
- You should blot lips after applying lipstick. It will help set the color and remove any excess.
- Use finger to pat lipstick on lips for a sheer, subtle, just-stained look.



# Seminar 2014 Queen's Courts



## Court of Sales

## Court of Sharing



**YTD Queen of Sales  
Seminar 2014  
Renae Robinson**



**YTD Queen of Sharing  
Seminar 2014  
Renae Robinson**

	Name	YTD Total
1	Renae L. Robinson	\$8,615.00
2	Billie Jo Kitts	\$8,389.00
3	Myrtle J. Neely	\$7,539.00
4	Oralia Torres	\$7,200.00
5	Felecia S. Haley	\$7,011.00
6	Venus Marshall	\$6,844.00
7	Angelique M. Lewis	\$6,675.00
8	Gloria L. Snapp	\$5,834.50
9	Nicole Kelley	\$5,627.50
10	Ariel Prince	\$5,338.00

	Name	Seminar Qualified Recruits	Earned Recruit Commission Credit
1	Renae L. Robinson	7	\$852.64
2	C. Sance-Goodspeed	1	\$95.60
3	Felecia S. Haley	1	\$73.71
4	Gloria L. Snapp	1	\$27.30

*Do you know someone who needs  
Mary Kay in her life? Call her today!*

## Love Checks

13% Recruiter Commission Level		
Stacy O. Ervin	\$828.52	
9% Recruiter Commission Level		
Renae L. Robinson	\$48.87	

### 4% Recruiter Commission Level

Gloria L. Snapp	\$56.92
Angel McCollum	\$21.64
Teresa M. Suttles	\$14.88
C. Sance-Goodspeed	\$14.02
Sabina Mata	\$9.36
Felecia S. Haley	\$8.59

# Pearl Seminar 2014!

### Personal Sales Courts

#### *National Court of Sales*

\$36,000 Retail  
(earn beautiful jewelry)

#### *Pearl Go Give Area Court of Sales*

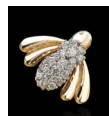
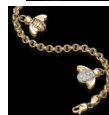
\$20,000 Retail

#### *Ervin's Court of Sales*

\$10,000 Retail



Check out  
these  
2014  
National  
Court  
Awards!



### Sharing Courts

#### *National Court of Sharing*

24 qualified Recruits  
(earn beautiful jewelry)

#### *Pearl Go Give Area Court Sharing*

12 Qualified\* Recruits

#### *Ervin's Court of Sharing*

5 Qualified\* Recruits

\*Qualified = \$600 whls order

# Earn Your Bahamas Vacation at the Island Palm Resort!



*Earn a Vacation Getaway!  
From June 1-June 30, 2014*

*Trip can be taken anytime  
between Aug 1, 2014-Aug 1, 2015*

*Resort Stay Only*  
*Package includes resort  
accommodations at the  
Island Palm Resort  
Bahamas, 5 day/4 night  
trip for \$99.00 per person*



## *READY TO TAKE A VACATION*

*Back by popular demand you can earn your Bahamas Vacation Voucher\* When you do a Minimum \$600 Wholesale Order during June 2014 you will receive One Voucher (order can be cumulative). If you do a minimum \$1200 or more during this time period you will Receive Two Vouchers! If you do a minimum \$1800 or more wholesale during this time period you will receive Three Vouchers.*



*WOW! What a great trip this could be for you and your family!*

- \*There is a small fee you will have to pay when you use your vouchers.
- \*Transportation & taxes are not included
- \*Port Taxes are not included with Resort Stay only
- \* Any personal excursions are not included
- \*Award may be upgraded to include additional nights, flight and other options.
- \*Voucher expires one year from Issue Date

Stacy Ervin, Sales Director  
120 Montesa Ct  
Cibolo, TX 78108

Phone: 210-317-8762  
Email: [servinmk@sbcglobal.net](mailto:servinmk@sbcglobal.net)

**See Reverse For Terms and Conditions**

## Terms & Conditions

All travel fulfillment of this travel award is provided by The MarKomm Group, LLC. This travel award is valid for two adults 18 years of age or over. Additional children and/or adults may travel for an additional charge. Please call our reservations department for details at (386) 255-7809. We accept Visa, Mastercard, Discover & American Express.

Payment Address: The MarKomm Group - 311 Gray Shingle Way - Woodstock, GA 30189

Reservations are available year-round. No blackout dates. Travel between 3/1 - 4/23 & 12/29 - 1/2 requires an additional charge. All reservations are subject to availability, with a minimum of 45 days advance notice. Travel dates requested less than 45 days prior to travel will be accepted, based on availability with a \$25.00 late booking surcharge.

Reservation changes subject to a \$25.00 per change service fee. All cancellations are subject to a \$25.00 per reservation penalty. There will be no credit for cancellations 6 to 0 days prior to travel date or for no-shows on the day of travel.

THE MARKOMM GROUP, IT'S AFFILIATES OR SUPPLIERS ARE NOT RESPONSIBLE FOR ANY ORAL OR WRITTEN STATEMENTS NOT CONTAINED HEREIN AND DISCLAIM ANY FINANCIAL RESPONSIBILITY FOR LOSS OR DAMAGES DUE TO AFOREMENTIONED, OR MISREPRESENTATIONS OF ANYONE OTHER THAN A DIRECT EMPLOYEE OF THE MARKOMM GROUP, LLC. THE MARKOMM GROUP IS NOT RESPONSIBLE FOR CANCELLATIONS OR DELAYS DUE TO STRIKES, MECHANICAL FAILURES, ACTS OF GOD, NATURE, U.S. OR BAHAMIAN GOVERNMENT CHANGES. THIS PACKAGE MAY BE RESCHEDULED. NO REFUNDS. TRAVEL INSURANCE IS AVAILABLE UPON REQUEST. PRICING SUBJECT TO CHANGE WITHOUT NOTICE.

Your retention of travel documents after issuance shall constitute your agreement to these terms & conditions and an agreement on your part to convey the contents herein to your travel companion(s).



# Celebrating You...in July!

## Anniversaries

Rimiko A. Abbott  
Erika Atkinson  
Lillie R. Fong  
Diane Jackson  
Verla D. Davis  
Donyell R. Elkins  
Heather D. Gonzales  
L. Miles-Henderson  
B. Allen-Dickens  
Delhia A. Assanah  
Dikesha S. Flowers  
Vanesha M. Nation  
Brenda L. Quinney  
Brittne Bennett  
Shante D. Strait

## Years

11  
9  
8  
8  
6  
5  
4  
2  
2  
2  
1  
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1  
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1

## Birthdays

Elizabeth Blackwell  
Shawn A. Welch  
Farah M. Martinez  
Sherry M. Clark  
Alma L. Dozier  
Annie R. Everett  
Lorella B. Stewart  
Veronica Crimes  
Brittne Bennett  
Jean Magee  
Joshua D. Carrillo  
Josephine E. Dennis

## Day

7  
8  
9  
11  
15  
17  
18  
20  
21  
24  
29  
30



## GIFT IDEAS FOR EVERY KIND OF GUY

Domain® Cologne Spray \$3,800

MK High Intensity™ Cologne Spray \$3,800

MKMen® Advanced Eye Cream \$2,600

MKMen® Advanced Facial Hydrator Sunscreen Broad Spectrum SPF 30\* \$2,200

MKMen® Cooling After-Shave Gel \$1,400

MKMen® Face Bar \$1,200

MKMen® Shave Foam \$1,200

Tribute® for Men Spray Cologne \$2,800

True Original™ Cologne Spray \$3,600

Velocity® for Him Cologne \$2,800

Check out the Men's Catalog on Mary Kay.com eCatalogs for great tips & ideas!

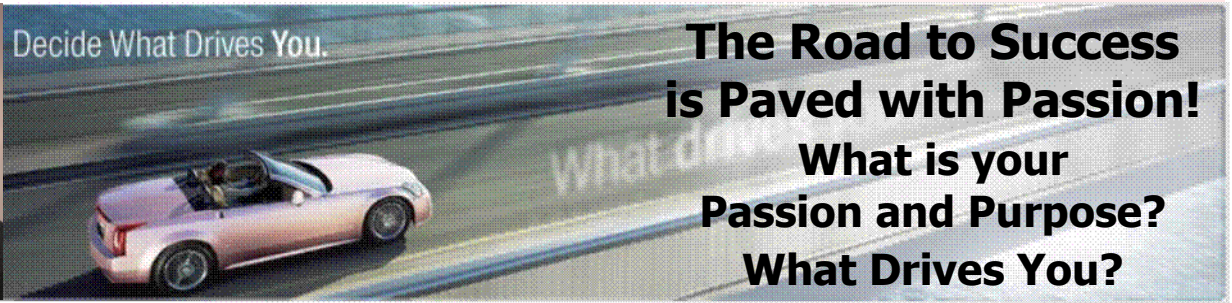
MARY KAY  
Men's Catalog

A GUIDE TO  
**GUY'S GROOMING**

POWERFUL AGE-FIGHTERS  
FRAGRANCES FIT FOR HIM  
GROOMING ESSENTIALS



Decide What Drives You.



**The Road to Success  
is Paved with Passion!**  
**What is your  
Passion and Purpose?  
What Drives You?**

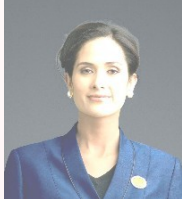
**OFFSPRING SALES DIRECTORS**



**Leola  
Taylor**



**Nonika  
Allen**



Your Name  
Here



**Look who's building their  
teams in May:**

Name	Recruits
Teresa M. Suttles	1
Julie L. Valdez	1
Stacy O. Ervin	4

**FUTURE DIRECTORS /DIQ**



Your Name  
Here



Your Name  
Here



Your Name  
Here



**Medal Winners!**

Bronze Medal Winners for May  
Stacy Ervin

**TEAM LEADERS** with 5 - 7 Active Team Members



Renae  
Robinson



Angel  
McCollum



Your Name  
Here



**Welcome Back!**

Lorella Stewart of Glennville, GA  
It's great to have you back!

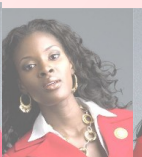
**STAR TEAM BUILDERS / RED JACKETS** with 3 - 4 Active Team Members



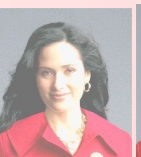
Angella  
Douglas



Your Name  
Here



Your Name  
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Your Name  
Here



Your Name  
Here



Your Name  
Here



**SENIOR CONSULTANTS** with 1 - 2 Active Team Members

Rimiko Abbott  
Elizabeth Blackwell  
Jessica Ervin  
Felecia Haley

Nicole Kelley  
Sabina Mata  
Gloria Perry  
Cheryl Sance-Goodspeed

Gloria Snapp  
Teresa Suttles





# ERVIN'S Energetic Entrepreneurs

SENIOR SALES DIRECTOR STACY ERVIN

# June 2014

Sun	Mon	Tue	Wed	Thu	Fri	Sat
1 Conference Call 8:30-9:00 pm CST 641-715-3620 Access Code: 898489#	2 Monday Night Live Customer Appreciation Night	3	4	5	6 RSVP for Beauty Escapes by 7 pm	7 Beauty Escapes Success Studios 10:15 am - 1:00 pm
8 Conference Call 8:30-9:00 pm CST 641-715-3620 Access Code: 898489#	9 Monday Night Live 6:30-Training/SCC 7:30-Meeting	10 <b>Book Sell Recruit</b>	11 New Consultant Orientation Stacy's Home 7:00-8:30 pm	12 <b>Book Sell Recruit</b>	13 RSVP for Beauty Escapes by 7 pm	14 Beauty Escapes Success Studios 10:15 am - 1:00 pm
15 Quarter 4 Ends ~ Finish Your STAR! Happy Father's Day No Conference Call	16 Monday Night Live 6:30-Training/SCC	17	18 New Consultant Orientation Stacy's Home 7:00-8:30 pm	19 <b>Book Sell Recruit</b>	20 RSVP for Beauty Escapes by 7 pm	21 Beauty Escapes Success Studios 10:15 am - 1:00 pm
22 Conference Call 8:30-9:00 pm CST 641-715-3620 Access Code: 898489#	23 Monday Night Live 6:30-Training/SCC 7:30-Meeting	24 <b>Book Sell Recruit</b>	25 New Consultant Orientation Stacy's Home 7:00-8:30 pm	26 <b>Book Sell Recruit</b>	27 RSVP for Beauty Escapes by 7 pm Last day to order by phone	28 Beauty Escapes Success Studios 10:15 am - 1:00 pm
29 Conference Call 8:30-9:00 pm CST 641-715-3620 Access Code: 898489#	30 Monday Night Live 6:30-Training/SCC 7:30-Meeting Last day to order					

Stacy's Home  
120 Montesa Ct  
Cibolo, TX 78108  
210-566-3555

Monday Night Live  
Success Studios  
431 Wolfe Rd, Ste 201  
San Antonio, TX 78216

Conference Call  
Sunday 8:30-9:00 pm CST  
641-715-3620  
Access Code: 898489#





**Stacy Ervin**  
*Senior Sales Director*  
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 Cibolo, TX 78108  
 (210) 317-8762

servinmk@sbcglobal.net  
 www.unitnet.com/servin



*To my Energetic Entrepreneur:*



Discover success and  
 earn the **Follow Your  
 Heart necklace!**

June 1-30, 2014

The **Follow Your Heart** pendant necklace serves as a token of appreciation from our heart to yours for being a fearless role model and leader. It can be yours when you **place a single \$400 or more Section 1 wholesale order in June 2014!\***

This stunning platinum-tone necklace, which hangs on a delicate 17-inch chain, features a unique, heart-shaped pendant adorned with five scintillating stones as well as the *Mary Kay*<sup>®</sup> logo. When you qualify, the necklace will be shipped with your qualifying order. discover what you

**WE LOVE** Women who follow their hearts. Follow yours and ...

